Memorandum

To: Panel Members Date: April 24, 2003

From: Ron Tagami, Manager Analyst: N. Weingart

Peter DeMauro, General Counsel

Subject: One-Step Final Agreement for Video Symphony EnterTraining, Inc.

(www.videosymphony.com)

CONTRACTOR:

Multiple Employer: Training Agency

• Training Project Profile: Retraining: companies with out-of-state competition

Legislative Priorities: Displaced/Potentially Displaced Workers,

Developed Jointly by Management and Workers, and

Promotion of California's Workforce

Type of Industry: Manufacturing and Entertainment Media Services

Repeat Contractor: YesUnion Representation: Yes

Name and Local Number of Union National Association of Broadcast Employees &

representing workers to be Trained: Technicians (NABET), Local 53

CONTRACT:

• Program Costs: \$1,188,800

• Substantial Contribution: \$0

• Multiple Employer Support (0%)

Total ETP Funding: \$1,188,800In-Kind Contribution: \$624,145

• Maximum Contractor Charge: N/A per trainee

Reimbursement Method: Budget
 County(ies) Served: Statewide
 Duration of Agreement: 24 months

SUBCONTRACTORS: N/A

THIRD PARTY SERVICES:

The applicant states consultant services have not and will not be used other than those specified in the Subcontractor Section.

PRIOR PROJECTS: The following are completed project statistics for ETP Agreements with this Contractor within the last five years:

Agreement No.	Location (City)	Term	Agreement Amount	Amount Earned	% Earned
ET00-0232	Burbank	2/7/00-2/6/02	\$1,959,000	\$1,753,350	90%
ET8-0704	Burbank	5/5/98-5/4/00	\$1,385,234	\$1,048,213	76%

ACTIVE PROJECTS: The following are current project statistics:

Agreement No.	Term	Agreement Amount	Number To be Retained	Number Enrolled	Number Completed Training	Number retained for 90 days
ET02-0141	1/1/02-12/31/03	\$672,695	500	187	43	21

The Contract Status Report dated March 26, 2003 shows 187 trainees enrolled, 21 placed, 5 dropped, and 161 active. The Contractor anticipates enrolling a total of 300 and completing at least 90 percent or 270 trainees for an overall completion rate of 54 percent. Enrollment on this Agreement will cease if and when the new proposal is approved by the Panel; but the Contractor will complete trainees already in the program.

The Contractor reports that training got off to a slow start for several reasons. Writers and actors had threatened to strike in 2001, a circumstance that stimulated production at the beginning of the year, but caused a slowdown later on after the threat disappeared. Production decreased and fewer production people were working, so employers were reluctant to send people to training due to concerns about their ability to meet ETP employment and retention requirements. The economy slowed in general after 9/11/01, again making employers apprehensive about the future and hesitant to train staff well into 2002.

Due to market conditions and a low ETP reimbursement rate, the Contractor curtailed sales and marketing for the ETP training program. Video Symphony EnterTraining (VS) found it extremely difficult to train at the Advanced Technology rate. However, the school continued to train workers to promote goodwill with its clients and experienced an increase in enrollment when it deleted the co-pay requirement, even though it has been financially difficult for them to continue the program.

Video Symphony anticipates better performance under this new proposal because: (1) the economy has improved in 2003 and production and employment in the industry are growing; and (2) there are no strikes currently pending.

NARRATIVE:

Video Symphony EnterTraining, Inc. (VS) is eligible to contract with the Employment Training Panel under Title 22, California Code of Regulations, Section 4400(z) and Section 4426(a)(6) as a Training Agency approved and certified by the Bureau for Private Postsecondary and Vocational Education. Participating employers will be eligible for Employment Training Panel funding under Title 22, California Code of Regulations, Sections 4416(a)(3) and (4) as service companies facing out-of-state competition and Section 4416(c) as companies involved in motion picture production.

Training will meet the Employment Training Panel's funding priorities specified in Unemployment Insurance Code, Section 10200 (b)(4), (5) and (7) for workers who are subject to displacement because of changes in technology or significantly increasing levels of international and out-of-state competition; training developed jointly by management and worker representatives; and training that promotes the retention and expansion of the state's manufacturing workforce.

This will be the fourth Agreement between VS and the Employment Training Panel. Founded in 1994, VS began as a motion picture editing products rental company. Based on demand from its customers, VS became an Avid Authorized Education Center providing computer-based, nonlinear editing system training used to create rough edits for motion pictures. Since then, the school has become a television (TV), film and video training center for a variety of software publishers, and trains media professionals on the latest digital production tools used in the entertainment industry. The school is an authorized center for Adobe, Apple, Avid, Digidesign, Discreet, and Newtek, and has worked with numerous other product vendors over the years. Trainers are industry professionals, some of whom are certified by the vendors.

Entertainment media production has been undergoing and continues to experience a major transformation from analog to digital production and delivery methods. Film projection in theaters is in the early stages of being supplanted by *digital* linear projection. TV distribution is moving from standard definition (analog) delivery to *Digital* TV (DTV) and High Definition TV (HDTV, also *digital*), as mandated by the FCC. DVD (*digital*) is pushing aside VHS (analog) in home videos; DVD rentals exceeded VHS rentals for the first time in 2002. Streaming and downloadable video delivered over the Web (*digital*) is also becoming more common.

New forms of media require new workflow techniques, new software, and new hardware that must be mastered for workers to perform at even a minimal level of competence. In addition, software and production techniques are not only upgraded and changed on a continual basis, but regularly replaced by more advanced techniques and methods. Employers in the entertainment industry face the challenges of (1) installing new software; (2) acquiring and installing complementary hardware; and (3) converting older files to new file formats. Film and video production companies, post production companies, television stations, DVD and Web content creation studios, advertising and marketing companies, and technical support companies must create products digitally and their employees must gain and maintain substantial digital dexterity. As technology unique to the entertainment industry continues to evolve, workers must be trained in the most current versions of digital software and hardware to improve their chances of continued employment and also to help the participating companies remain competitive.

Under this project, VS proposes to provide Computer Skills training to 750 frontline Producers, Editors, Assistant Editors, Production Assistants, Creative Marketing Support Staff (Internet production), Production Supervisors, Post-Production Supervisors, Digitizers, Animators, Visual Effects Artists, Designers, and Technical Support Staff.

NARRATIVE (continued):

<u>Computer Skills</u> in Digital Media Production will include courses in non-linear media & post production; film & video production; special effects production; audio, music and sound production; website creation and streaming media production and distribution; animation, and maintenance and troubleshooting of computer systems.

Written support for this proposal has been received from the Motion Picture Editors Guild, IATSE Local 700 and the International Brotherhood of Electrical Workers, Broadcast, Television and Recording Engineers, Local 45.

The Contractor will administer the Agreement.

Employer Demand

VS has many links to the employer community. Over the past 8 years, the school has built an extensive list of clients by providing classes to hundreds of employers and several industry trade unions such as IATSE Local 700 (Motion Picture Editors Guild), IATSE Local 683 (Film & Lab Technicians), IATSE 695 (Production Sound Editors), and NABET Local 53 (Broadcast Technicians & Engineers). These unions represent well over 7,000 members that work daily in post-production.

According to VS, the school's authorized training partners (such as Avid and Adobe) refer clients to VS and list them as an authorized training center on their websites and in other promotional literature. VS staff attend NAB, the National Association of Broadcasters (NAB) annual trade show in Las Vegas. VS states that NAB is the primary venue for manufacturers and employers in TV broadcast and motion picture production. Staff also attend Hollywood Post (Production) Alliance meetings, manufacturer product demos, and other gatherings of employers in the industry.

VS has an extensive marketing plan to recruit employers targeted for training. It will send out major mailings each year and conduct personal visits to companies to recruit employers and employees and to help assess specific training needs of interested employers. VS will place ads in the Motion Picture Editor's Guild magazine and in various other industry trade publications, and will send a monthly email newsletter to those in its databases. VS will place content listing ads on professional industry resource websites. A prominent announcement about ETP training will be placed on the Video Symphony website homepage, and an experienced Website Live Advisor will be available to answer questions. The school currently employs one full-time ETP Industry Liaison whose sole job, with assistance from two other staff members, is to provide marketing, sales, and customer service to the employers targeted for ETP-funded training.

Input into current curriculum requirements and updates comes regularly from contact with current and previous clients (companies and employees/trainees), training partners, unions, and other industry organizations. Software and hardware updates are immediately incorporated into the curriculum. Courses are scheduled based on an informed estimation of demand; courses that do not serve the marketplace are offered infrequently or removed from the curriculum. Employers select the training courses they need for their business and for their employees. If an employer requires training beyond the scope of scheduled courses or at unconventional times, VS will work with them to customize a class that will respond to any special needs.

NARRATIVE (continued):

Supplemental Nature of Training

VS reports that approximately 75 percent of the companies targeted for training have fewer than 20 employees and lack internal training resources. Employers typically have no established, ongoing training for their workers. Most provide little to no training on their own, and what might be offered is sporadic and generally given one-on-one by a co-worker. These companies lack financial resources, time, and the expertise in the subject matter. Even larger companies have difficulty providing staff training due to constant technological advances and the high cost of instruction and materials.

VS asserts that this training program will supplement any training that might occur at the employer worksite and that many of these employers would not provide any significant training without ETP funding. Some employers will be offering training for the first time. Others who have previously participated will send some trainees for the first time and others for updated courses or new material they have not previously received. Participating employers will certify that training (which will be exclusively for media production workers) has not been given in the past to the same workers.

VS also states that this training cannot readily be provided internally since much of it requires highly specialized software (no off-the-shelf programs), specialized and certified instructors, and unique media files and footage. VS is among a limited number of authorized training centers that can provide training, books, and training aids that are sparse or non-existent for most of the classes in the ETP curriculum except through authorized centers.

In-Kind Contribution

In-kind contributions to this program total approximately \$624,145. "Core" employer contributions are \$349,770, which is comprised of \$346,370 in trainee wages, fringe benefits and payroll taxes paid during training, and \$3,400 in staff time to coordinate the training program. In addition, participating employers will contribute the cost of lost production time estimated at \$50 per hour per employee while workers are in mandatory training.

The Contractor's contribution totals \$274,375, comprised of \$110,002 in support costs exceeding allowable ETP limits; \$136,748 in excess administrative costs; \$17,625 for the provision of laboratory hours to reinforce the ETP classroom training; and \$10,000 for course revision and modification time.

COMMENTS:

All participants in this project meet the Panel definition of frontline worker under Title 22 California Code of Regulations, Section 4400(ee).

Trainees will not produce products or services during training.

COMMENTS (continued):

Budget Workpapers

Unemployment Insurance Code, Section 10206(a)(1)(b) states "The Panel may allocate money in the fund for any of the following purposes: Reimbursement of reasonable training costs, and administrative costs incurred by contractors. In making a determination of costs to be reimbursed under this paragraph, the panel may allocate funds in accordance with any of the following methods:... A complete review of the proposal and its costs, including a budget listing the planned costs of training, including personnel, fringe benefits, equipment, supplies, fees for consulting or administrative services, and other costs attributable to training; ...".

Title 22, California Code of Regulations, Section 4412 delineates Reasonable Training and Administrative Costs for Budgets. The Contractor asserts that standard ETP reimbursement rates are insufficient to fund training due to the high cost of instructional time, hardware and software, and the need for small classes (no more than one trainer to 8 trainees) due to the technical nature of the material. Video Symphony, therefore, requested permission to submit ETP Budget Workpapers to determine its reimbursement rate. The reimbursement rate of \$31.62 per training hour calculated for this Agreement and shown used in Exhibit A, Chart 1 is based on those Budget Workpapers, which were reviewed by ETP staff for the inclusion of reasonable and allowable costs in conformance with ETP Regulations. This rate is consistent with funding previously approved by the Panel for similar types of training, and is generally less than Video Symphony's catalog rates to the public.

Mandatory versus Voluntary Training

Approximately 50 percent of the training will be mandatory.

PROPOSED ACTION:

Staff recommends that the Panel approve the One-Step Agreement and the budgeted reimbursement amount of \$31.62 per training hour, if funding is available and the project meets the Panel priorities, based on VS's stated need on behalf of its participating employers to provide their employees with state-of-the-art skills to meet competitive pressures of the global entertainment industry.

TRAINING PLAN:

Grp/Trainee Type	Types of Training	No. Retain	No. Class/Lab Videocnf. Hrs	No. CBT Hrs	No. SOST Hrs.	Cost per Trainee	Hourly Wage after 90 days
Retrainee Jobs 1-5	Computer Skills	750	24-64	0	0	\$759-\$2,023	\$12.00-\$75.00
Sange of Hourly Wages \$12.00-\$75.00			rly Wage				
Health Benefit used to meet ETP minimum wage: Although some companies may pay health benefits for their employees, hourly contributions are not being used to meet ETP minimum wage requirements.				ТР	Turnove 20%		% of Mgrs & spervisors to be trained:

COMPUTER SKILLS (Digital Media Production)

Class/Lab Hours 24-64	Course Number
Participants will receive training from any of the following courses:	
Introduction to Nonlinear Media & Post Production ❖ Learning Timecode and Types of Timecode ❖ Learning Frame Rates, Frame Accuracy ❖ Pixel Aspect Ratio, Frame Aspect Ratio, Lines of Resolution ❖ Cabling & Signal Flow ❖ Balanced and Unbalanced Audio ❖ Component and Composite Video ❖ Light & Color, Color Space, Gamuts ❖ Vectorscope and Waveform monitoring ❖ Compression, Bit rates, bandwidth	100
 Overview of the Post Production Process 	
Introduction to Film & Video Editing for Editors ❖ Introductory non-linear editing features ❖ Digitizing and organizing source footage ❖ Editing sync & non-sync material ❖ Adding effects, creating titles Introduction to Film & Video Editing for Assistant Editors ❖ Responsibilities of the Assist. Editor ❖ Procedures for organizing a session ❖ Logging, digitizing & transfer of source material film ❖ Outputting Edit Decision Lists (EDL's) & cut lists ❖ Digitizing ❖ Syncing dailies ❖ Preparing for telecine	101 119 FCP101 102 100 510
 Introduction to Editing Aesthetics ❖ Introduction to editing techniques and principles ❖ Overview of the editing work environment ❖ Introduction to editing workflow and process 	105 336
Avid Editing Workshop ❖ Hands on editing projects using footage from real-life projects of various genre ❖ Editing dialogue scenes. Comedy, action, montage and title sequences	107 es 207/208 209

Int	troduction to Effects for Editors	110
*	Apply and modify transition and single-layer effects	210
**	Create layered effects using at least four video layers	FCP210
*	Understanding nesting	129
*	Manipulation of multi-layer effect	
*	Design effects with AVID 3D effects	
*	Design Digital Video Effect (DVE) templates	
*	Work with Chroma & Luma keys	
Int	troduction to Avid Xpress DV	119
	Learn basic non-linear editing features	129
*	Digitizing and organizing source footage	
*	Editing sync & non-sync material	
*	Adding effects, creating titles	
Re	al-Life Simulation Editing	336
*	Principles of long form dramatic editing	
*	Editing of dialogue, Scenes & Actions	
*	Use of music & sound effects	
Ad	Ivanced Real-Life Simulation Editing	337
*	Character Development & crafting an actor's performance	
	Interscene pacing & augmentation	
*	Politics of editing: working with the director, producer & distributor	
Ed	liting Workflow, Project Synthesis & Management	341
	Start-to-finish project fulfillment	
*	Communication, coordination with supervising producer	
*	Editing to a written script interspersed with verbal directions	
Ad	Ivanced Film & Video Editing Tips & Techniques	201
*	Advanced Features of Media Composer	
*	Time Savings Techniques	
*	Troubleshooting Techniques	
Tr	imming	202
*	Basic Trimming	FCP201
	Multi-channel trimming	
	Sync Analysis	
	Sync-changing techniques	
De	cks & Digitizing	203
	Working with master clips & media files	
	Prep non time-coded media for online discussion	

M	ixers, the Avid & Sound	204
**	How to use the most common mixers found attached to the Avid	
	termediate Troubleshooting for Film & Video Editing	205
*	Methodology of identifying problems	ACSR400
*	Isolating & determining root causes	
*	Examining signal flow	
*	Issues involving external peripheral devices	
Ad	lvanced Technical Issues, Unity Networking	ACSR400
*	High-speed data transfer interface	ACSR402
*	Connectivity issues	ACSR410
*	Networking, storage and data transfer	ACSR420
Fle	ex Files & Project Management	208
	Flex File Conversions	
*	Film Identification & verification	
*	Project organization, backup	
Ca	abling & Hook-up	209
	Essentials of cable identification, usage & capacity	
In	termediate Avid Effects Workshop	210
	Intermediate-level effects demonstration and workshop	
Ad	lyanced Effects for Editors	305
	Nonlinear editing effects	
	Using the palette of available effects	
	Multiple video track layering (compositing), nesting	
	Manipulation of multi-layer effects	
Cr	eating Graphics & Mattes w/Media Composer & Photoshop	310
	Moving media between non-linear system & third party graphics	329
	Integrating Photoshop graphics in an editing timeline	
	Using intraframe editing to create paint effects & mattes	
	Preparing graphics for import	
Fi	nishing on the Avid Media Composer or Symphony	320
_	Calibrate a Media Composer or Symphony system	
	Develop effective project strategies for offline and online sessions	
	Efficiently conform a finished sequence on the Media Composer or Symphony	
Αx	rid Symphony Color Correction & Effects	324
_	Perform basic and secondary color correction	521
	Perform motion tracking and stabilization	
	Reformat a program in multiple aspect ratios	
-	r	

<u>Fir</u>	nal Cut Pro Color Correction & Effects	FCP330
*	Perform basic and secondary color correction	
*	Perform motion tracking and stabilization	
*	Reformat a program in multiple aspect ratios	
Da	Vinci Color Correction & Effects	DAV330
	Perform basic and secondary color correction	
	Perform motion tracking and stabilization	
	Reformat a program in multiple aspect ratios	
Ad	lvanced Workflow, Editing for Assistant Editors	510
*		341
*	Personal user settings	
	Bin & list Management	
	Working with networks & digital outputs	
Ba	sic Avid Operating Certification	541
	Basic editing assessment	
*	Basic signal flow, cabling	
*	Basic logging, digitizing, output assessment	
Int	termediate Avid Operating Certification	542
*	Intermediate editing assessment	
*	Intermediate digitizing, logging	
*	Film project organization, management	
*	Film editing, conversion assessment	
Av	rid Effects & Graphics Certification	544
*	Basic editing assessment	
*	Basic digitizing, output assessment	
	rid Technical Setup, Troubleshooting Certification	543
*	Advanced signal flow and cabling assessment	
*	Understanding Media Composer system setup	
	Understanding Media Composer software logistics	
*	Understanding the Macintosh OS (operating system)	
Av	rid Project Synthesis & Management Certification	545
*	Start-to-finish project competency assessment	341
	troduction to ProTools	PT101
	Importing audio files	
	Recording modes	
	Audio Regions	
*	Basic editing and mixing	

Pr	oTools Production	PT201
*	Overview of production environments	
*	Session Management	
**	Navigation and control	
*	Recording modes for various applications	
Pr	oTools Operator Certificate – Music Editing	PT210M
*	Advanced Music Editing I	
*	MIDI (Musical Instrument Digital Interface) tools and techniques	
	Sampler integration	
	Synchronization	
*	Multichannel audio	
Pr	oTools Operator Certificate - Post Production	PT210P
	Advanced Post Editing I	
	Advanced Mixing I	
*	Multiple deck control	
*	Digital picture integration with Avid and AVoptionXL (AudioVisual Option) (XL = brand	name)
Pr	oTools Expert Certificate – Music Editing	PT310M
	Advanced Music Editing II (advanced audio and MIDI editing, retiming, conforming)	
*	Advanced Mixing II (surround sound, panning, cue mixes, automation)	
*	Plug-ins, Collaboration techniques	
Pr	oTools Expert Certificate – Post Production	PT310P
	Advanced post editing II (speed techniques for dialog, music and effects)	
*	Advanced Mixing II (surround sound, multiple simultaneous mixes, and downmixing)	
*	Troubleshooting	
*	Collaboration issues	
Mı	usic Recording and Production	PT250
	Gain structure, recording concepts and field recording equipment	
*	Recording live, ambient sounds	
So	und Effects and Production Audio Recording and Editing	PT260
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	Editing sound effects for shows	
	Developing techniques to enhance field recording and editing	
ΔI	OR (Automatic Dialogue Replacement), Voice Over, and Foley	
	oncepts and Recording	PT270
*		
*	Editing dialogue, voiceover, and Foley	
	Determining techniques to enhance overall sound design for a show	

Ma	aintenance & Troubleshooting Pro Tools Systems	PT400
*	Methodology of identifying problems	
*	Isolating & determining root causes	
*	Examining signal flow	
	Issues involving external peripheral devices	
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*	Assembling and trimming sequences	
*	Editing audio	
*	Creating titles	
*	Output of finished program	
	rid Xpress DV (Digital Video) Effects	129
	Creating multilayered effects	
	Keyframe effects	
**	Effects templates	
*	Nested layers	
Ad	lvanced Avid Xpress DV	329
**	Preparing and importing still or moving graphics	
**	Creating and using alpha channels, layers and matte keys	
*	Using Adobe Photoshop to treat logos and web graphics	
Av	vid Certified Service Representative System Support for Media Composer	ACSR400
**	SCSI (Small Computer Storage Interface), storage software and hardware troubleshood	oting
**	System software and hardware	
**	Signal flow	
*	System Integration	
Un	nity MediaNet Installation and Administration	ACSR402
*	Identifying and understanding installation of Unity MediaNet	
**	Configuration and troubleshooting procedures	
*	Use of Avid MediaManager	
**	Use of Avid TransferManager	
*	Working with Networking hardware and software	
Av	rid Certified Service Representative	ACSR410
*	MediaShare	
*	Mediadock	
*	DLT 35 (Digital Linear Tape)	
	Latest Avid Media Composer features	
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	Animated masks	
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	Organizing source footage	
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	Trimming sequential material	
**	Adding transition & filter effects	
	vanced Editing with Final Cut Pro	FCP201
*	Trimming M. M. Hiller and A. Grander	
*	Multi-channel trimming	
*		
*		
	Advanced effects tips & techniques	
**	Troubleshooting techniques	

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Participating Employers in Retrainee/New Hire Multiple Employer Contracts

Contractor's Name: Video Symphony EnterTraining, Inc.

CCG No.: ET03-0000

Reference No: 03-0266 Page 1

PRINT OR TYPE

Company: Channel One

Address: 5300 Melrose Place

City, State, Zip: Los Angeles, California 90038

Contact Person & Title: Alberto Arce, Production Manager

Telephone No.: 323 860-1200

Collective Bargaining Agreement(s): No

Estimated #of employees to be retrained or hired under this Agreement: 50

Total # of full-time company employees worldwide: 115

Total # of full-time company employees in California: 90

Company: KMEX

Address: 5999 Center Drive

City, State, Zip: Los Angeles, California

Contact Person & Title: Marilyn Davis, Director Human Resources

Telephone No.: 310 348-3566

Collective Bargaining Agreement(s): Yes NABET – Local 53

Estimated # of employees to be retrained or hired under this Agreement: 50

Total # of full-time company employees worldwide: 209

Total # of full-time company employees in California: 209

Company: La Agencia de Orci & Asociados

Address: 11620 Wilshire Blvd., Suite 600

City, State, Zip: Los Angeles, California 90025

Contact Person & Title: Luz Marina Lopez, V.P. Director of Human Resources

Telephone No.: 310 444-7300

Collective Bargaining Agreement(s): No

Estimated # of employees to be retrained or hired under this Agreement: 18

Total # of full-time company employees worldwide: 90

Total # of full-time company employees in California: 90

Participating Employers in Retrainee/New Hire Multiple Employer Contracts

Contractor's Name: Video Symphony EnterTraining, Inc.

CCG No.: ET03-0000

Reference No: 03-0266 Page 2

PRINT OR TYPE

Company: Point. 360

Address: 7083 Hollywood Blvd. Ste. 200

City, State, Zip: Hollywood, California

Contact Person & Title: Mary Kay Berg, Director of Human Relations

Telephone No.: 323 860-6230

Collective Bargaining Agreement(s): No

Estimated # of employees to be retrained or hired under this Agreement: 200

Total # of full-time company employees worldwide: 425

Total # of full-time company employees in California: 360

Company: Premiere Radio Networks

Address: 15260 Ventura Blvd. Ste. 500

City, State, Zip: Sherman Oaks, California 91403

Contact Person & Title: Eric Caver, Director of Production

Telephone No.: 818 377-5351

Collective Bargaining Agreement(s): No

Estimated # of employees to be retrained or hired under this Agreement: 25

Total # of full-time company employees worldwide: 798

Total # of full-time company employees in California: 390